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July 3, 1995

FOR IMMEDIATE RELEASE:

EIU GROUP PARTICIPATES IN NEGOTIATION TRAINING

CHARLESTON -- Twenty-eight Eastern Illinois University faculty, staff and administrators, participated in a two-day negotiation workshop in preparation for the transition to a new governing system.

With the elimination of the Board of Governors Universities, Eastern will have to conduct its own labor negotiations, among other things.

The 20-hour workshop, held June 26-27 on the Eastern Campus, was conducted by Conflict Management, Inc. of Cambridge, Mass., a non-profit organization whose processes developed from the Harvard Negotiation Project. Additionally, two facilitators received one day of training and further CMI consultation is available.

EIU participants represented the University Professionals of Illinois (UPI), American Federation of State, County and Municipal Employees (AFSCME) and university administration.

The transition to a new governing system offers the opportunity for the university to change, to set goals, to be

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NEGOTIATIONS

proactive and to create a more cooperative climate.

The training offered information on how to develop a systematic, consistent, efficient, positive approach to negotiating issues, including, but not limited to, labor issues.

The participants learned interest-based concepts and techniques and methods for minimizing adversarial and confrontational situations.

A major goal of the training was for participants to develop shared expertise and a shared conception of how to negotiate.